

April 2003

REWARDING EXCELLENCE

The presentation of the 2002 Made In Alaska Manufacturer of the Year Award to Herbert Eckmann of Alaska Sausage and Seafood is the 12th annual presentation of the award.

Other recipients are:

- 2001 Alaska Black Diamond of Princess Island (Ward Cove)
- 2000 Fenton Woods of Wasilla
- 1999 Alaska Mint of Anchorage
- 1998 Cameron Birch Syrups & Confections, Inc. of Wasilla
- 1997 Alaska Canine Cookies, Inc. of Anchorage
- 1996 Interstate Brands Corp./Sunrise Bakery of Anchorage
- 1995 The Great Alaska Bowl Co. of Fairbanks
- 1994 Alaska Wild Berry Products of Homer & Anchorage
- 1993 Marian Boat Works of Anchorage
- 1992 Alaskan Brewing & Bottling Co. of Juneau
- 1991 Tesoro Alaska Petroleum of Anchorage

ALASKA SAUSAGE AND SEAFOOD MADE IN ALASKA 2002 MANUFACTURER OF THE YEAR

Department of Community & Economic Development Commissioner Edgar Blatchford presented the Made In Alaska 2002 Manufacturer of the Year Award to Herbert Eckmann, owner and founder of Alaska Sausage and Seafood Company of Anchorage at the conclusion of the Made In Alaska Anchorage Workshop held March 13, 2003.

Alaska Sausage and Seafood Company was founded in Anchorage in 1963...they celebrated their 40th anniversary in March ...and have enjoyed continuous growth since their inception. Their processing plant and retail store has been located at 29th and Arctic Boulevard since the early 70's.

While their beginnings were in custom processing of wild game meats, they have expanded into smoked meats and seafood. Both are sold in their European-style retail outlet and deli and wholesale to retail stores, supermarkets, restaurants and at the airport terminal in Anchorage. Their boxes and gift packs are popular with both residents and tourists. The company regularly serves customers from around the country via their internet order site.

Herbert Eckmann is no stranger to recipes. Trained as a professional chef in Europe, he intuitively knows winning combinations. Over the last 40 years, the owner and founder of Alaska Sausage and Seafood has per-

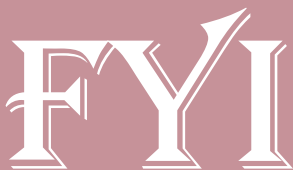


Commissioner Edgar Blatchford (left) presents Herbert Eckmann with the 2002 Made In Alaska Manufacturer of the Year Award.

fects his recipe for business success: blend equal parts of quality, precision, and commitment to customers. Sprinkle generously with innovation and enthusiasm.

Under the chef-entrepreneur's watchful eye, the little two-man business has blossomed into a full-blown seafood and game processing enterprise with customers around the world.

All of us affiliated with the Made In Alaska Program join in congratulating Herb and his staff for 40 years of making Alaska proud of you and your innovations and your efforts.



Wild and Wilder

Steve Thompson of Alaska Wilderness Wines wants to thank Alaska Wild Berry Products for listing on their labels that their salmonberries come from Kodiak Island.

www.madeinalaska.org/mia

Have you looked at our web site lately? It has changed **FOR THE BETTER**. It's more stylish, more complete and much quicker than the earlier version...which was really good to start with. Our thanks to Diane Somers with DCED in Juneau who took charge and created this great web site for Made In Alaska.

2003 PERMIT HOLDERS AND PRODUCTS GUIDE

Enclosed with each newsletter mailed to current permit holders is a Made In Alaska database update form to ensure all information pertaining to your permit is up-to-date. Please check information carefully and return it to us prior to April 21st to ensure that your listing in the 2003 Permit Holders and Products Guide is accurate.

PHOTOS NEEDED FOR COVER

We will use a collage of Made In Alaska product photos for the cover of the 2003 Permit Holders and Products Guide. Twenty-thousand of the books will again be printed and distributed around Alaska. This is a great way to give your product much exposure in the market place at very little cost. If you want your photo to be considered, email or send via floppy disk or CDROM a high resolution image in jpeg or apple format; or send us a non-returnable high quality slide or photo. Make sure that you include your permit number with each submission.

Our graphic designer will select those photos that he thinks will best serve the purpose. Photos not used may be used in later editions of the book or for other Made In Alaska efforts.

FLYING HIGH AT ANCHORAGE AIRPORT

The Ted Stevens International Airport in Anchorage recently awarded long term concession agreements for the airport's gift shops and newsstands. Both of the successful proposers indicated in their proposals a major commitment to include Made In Alaska products in their retail offerings. Both have promptly followed up with Made In Alaska and Buy Alaska indicating their desire to work with our permit holders.

Made In Alaska Opportunities Increase with Alaska Owned Sourdough Mercantile, Inc.

For the first time in decades the gift concession at the Ted Stevens International Airport is controlled by an Alaskan. Deborah Bonito, President and owner of The Sourdough Mercantile, Inc., has become the Specialty Gift and Book Concessionaire. This is good news for Alaska's vendors, artists and crafters, because Bonito is committed to carrying a large selection of Alaskan made gifts, candy and art in her shops.



Sourdough Mercantile, Inc will be operating out of two spaces from now until approximately May of 2004: the 1500 square foot shop at the head of the B Concourse, and the 950 square foot bookshop inside security, next to gate B4. The new bookshop name is Mosquito Books. Both shops are undergoing substantial remodeling and are scheduled for completion in May of 2003.

As the airport reconstruction project progresses, Sourdough will pick up two more shop spaces and the authority to lease out 4-6 seasonal kiosks to local vendors once the new Retail Hall is completed. The current schedule is for the Hall to be complete in May of 2004. Until then, Bonito is committed to purchasing quality Alaska gifts, apparel, candy and art to sell from The Sourdough Mercantile space and books, music, and book-related accessories and gifts for Mosquito Books.

Bonito plans to set up regular vendor product preview days beginning in May of this year. Until then, prospective vendors may contact Bonito by calling 243-2800, extension #1, or via email at sourdoughshop@alaska.net. Vendors are encouraged to send photos or samples with a price list to The Sourdough Mercantile at P.O. Box 200445, Anchorage, AK 99520-0445.

The Hudson Group Welcomes Permit Holders

The Hudson Group will operate the airport newsstands and has designated Kristine Reitz as the buyer responsible for Alaska purchases. She stated that they are excited to be in Alaska and welcome the opportunity to work with Made In Alaska Permit Holders for mutual benefit. Kristine suggested your first contact with them would best be by mail and include catalogues, price lists, brochures and samples. Buyers will travel to Alaska at least 4 times annually to meet face-to-face with suppliers.

Contact information: Ms. Kristine Reitz, The Hudson Group, 1 Meadowlands Plaza, 9th Floor, East Rutherford, N.J. 07073 Kristine's phone number is (201) 939-5050 x266. Email: kreitz@hudsongroup.com.

MARKETING OPPORTUNITY — 365,000 PEOPLE EACH YEAR

The Egan Convention Center and the Municipality of Anchorage have provided to the Made In Alaska Program a beautiful new set of glass fronted, lighted birch display cases on the lower level of the center. An estimated 365,000 people attend events each year at the Egan Center and will have the opportunity to see Made In Alaska permit holders' products in this case.



Included in each display of product will be business cards identifying the permit holder and providing their contact information, as well as a card indicating retail locations in Anchorage where this product may be purchased. This wall is an effort to help sell Made In Alaska products, not just display them.

Enclosed with copies of this newsletter mailed to current permit holders is a form to request that your products be included in the display at the Egan Center. On the reverse side is a form for display of your products in the Department of Community and Economic Development (DCED) Commissioner's offices in Anchorage and Juneau.

Please mail, in the enclosed preaddressed envelope, or fax the completed form to Ruth St. Amour in the Anchorage DCED office 550 W. 7th Avenue, Suite 1770, Anchorage,



AK 99501-3510. Fax 269-4539.

DO NOT SEND DISPLAY ITEMS AT THIS TIME.

We anticipate that more items will be available for display than space will allow. Plans call for the display items to be changed every three months.

Rotation times and other details of the procedure will be in our next newsletter as we gain experience in maintaining the wall.

WORKSHOPS SUCCESSFUL

Fifteen 2003 Made In Alaska Workshops have been completed and were successful in reaching out to the communities in which the vast majority of our permit holders reside. Those who attended the workshops have been glowing in their praise of these efforts.



Bill Webb

Bill Webb, program manager of Made In Alaska, was assisted in most workshops by Laura White of the Alaska Manufacturers Association, and Chuck Becker of the Alaska Export Assistance Center.

In Sitka, Sheila Finkenbinder, director of Sitka Workforce Development Center,

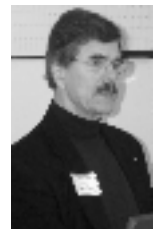


Laura White

and Kristie Sherrodd, owner of Sound Strategies Marketing Services, assisted.

Eric Stewart with the Juneau Economic Development Council, Susan Moreland, owner of Alaska Advantage Mall and Debra Marshall, director of InvestNET, added their talents to the Juneau Workshop.

Ruth St. Amour with DCED and Dave Edward-Smith owner of Borealis Designs in Kenai assisted in the Kenai Peninsula Workshops.



Chuck Becker

Members of the Small Business Development Centers statewide including Jerry Anderson of Anchorage, Anya Petersen-Frye of Mat-Su Valley, Scott Swingle of Fairbanks, Mark Gregory of Soldotna and Stella Josephine of Buy Alaska in Anchorage assisted in many locations. **Thanks for the help!**

We thank all of the above, the attendees and our host locations for helping to make our 2003 Workshops the success that they were.



**Made In
Alaska**

741 East 13th Avenue
Anchorage, AK 99501-4621
Phone 272-5634
Fax 272-5635

Email:
**madeinalaska@
anchoragemarkets.com**

Website:
**http://www.
madeinalaska.org/mia**

Bill Webb
Program Manager/Agent

Leeann Brewster
Administrative Manager

Welcome New Permit Holders

BidAlaska

Roy Ehrhart
Anchorage 243-5980
Wholesale -- No
Permit #5208 for:
"www.bidalaska.com" Website

Bulletproof Trailers

Brett Rotermund
North Pole 490-2104
Wholesale -- No
Permit #5209 for:
Custom Manufacture And Build
To Order In All
Types Of Utility Trailers



Arctic Fire Studio

John Harris
Skagway 983-3766
Wholesale -- No
Permit #5210 for:
Wire Wrapped Dichotic Glass
Pendants And Pins
Permit #5211 for:
Stained Glass Wire Art
Sun Catchers, Wall Hangings
And Arctic Fire Flies
Permit #5212 for:
Wire Wrapped Stone
Pendants And Pins

Alaskan Rod Crafters

Justin Pratt
Salcha 488-6105
Wholesale -- No
Permit #5213 for:
Custom Fly Rods

Glacier Gem

Eileen Jones
Juneau 789-0276
Wholesale -- No
Permit #5214 for:
Handcrafted Jewelry

Grant Creek Mining Company

Stephen Fuller
Anchorage 332-1339
Wholesale -- Yes
Permit #5215 for:
Various Types Of
Gold Nugget Jewelry

Woodturners

Laura Johnson
Wrangell 874-2406
Wholesale -- No
Permit #5216 for:
Black Ink Ball Point Twist
Pens Made With Alaska Woods.
Mainly Yellow
Cedar, Red Cedar,
Hemlock And Spruce.

AK This Month

Robert Shatzer
Anchorage 770-1736
Wholesale -- No
Permit #5217 for:
Alaska's Comprehensive Art &
Entertainment Newspaper

Muth Farm

Carol Muth
Palmer 746-0432
Wholesale -- No
Permit #5218 for:
Birch Handcrafted Items
Permit #5219 for:
Turned Wood Gifts
Permit #5220 for:
Sewn Dolls And Ornaments

Singing Grass

Elizabeth Bovee
Kodiak 680-2306
Wholesale -- Yes
Permit #5221 for:
Handmade Soaps Using
Organic And Alaskan
Wildcrafted Herb.
Permit #5222 for:
Handmade Wildcrafted
Ointments, Creams And
Salves From Nature's
Pharmacy.

Rural CAP

Euen Kazapy
Anchorage 279-2511
Wholesale -- No
Permit #5223 for:
The "Saven Raven" Board
Game

Beaddazzled

Cathy Lobdell
Sitka 747-2759
Wholesale -- No
Permit #5224 for:
Beadwork Of All Kinds

Alaska Chip Company, LLC

Ralph Carney
Anchorage 349-2447
Wholesale -- Yes
Permit #5225 for:
Hand Cooked Kettle Chips
Made From Potatoes
Grown In Alaska.

Ley Lines

Arthur Flavell
Fairbanks 455-7535
Wholesale -- Yes
Permit #5226 for:
Prints Of Original Artwork

Automated Laundry System & Supply

Dick Wells
Anchorage 561-1752
Wholesale -- No
Permit #5227 for:
Solid Chemical Dispenser
Security Box

Soapy Moose Bath Company

Lauren Ax
Palmer 373-3710
Wholesale -- Yes
Permit #5228 for:
Bath & Shower Salts,
Bath Fizzies, Perfumes
And Body Glitter

Rushin' Tailor Inc

Triscia Magee
Skagway 983-2397
Wholesale -- No
Permit #5229 for:
Summer Style Parkas
Permit #5230 for:
Patterns Designed For
Quilting
Permit #5231 for:
Quilts
Permit #5232 for:
Embroidered Apparel
Permit #5233 for:
Book Marks
Permit #5234 for:
Handbags



North Slope Bubble Wands

Christine Finkler
Barrow 852-8974
Wholesale -- No
Permit #5235 for:
Bubble Wands

NanC's Kids

Nancy Gailey
Eagle River 694-2453
Wholesale -- No
Permit #5236 for:
Educational Teaching Aids
For Reading In Phonics

Grant Creek Mining Company

Stephen Fuller
Anchorage 332-1339
Wholesale -- No
Permit #5237 for:
Hand Painted Gold Pans
With Alaskan Wildflowers

Log Cabin Luxuries

Deena Smith
Wasilla 376-1331
Wholesale -- No
Permit #5238 for:
Quilted Items Such As,
Potholders, Placemats,
Tablerunners, Coasters,
Aprons, Baby Quilts, Wall
Quilts, Quilted Bags
And Much More!
Wholesale -- No
Permit #5239 for:
Handmade Soaps

Made To Order Gifts

Donn Ungar
Anchorage 345-4438
Wholesale -- Yes
Permit #5240 for:
Personalized Engraving And
Artwork On Vases, Mirrors,
Wine Decanters, Wine
Glasses, Wine Bottles And
Picture Frames.

Alaskan Heat Products

Rosa Rodriguez Garcia
Anchorage 248-5949
Wholesale -- No
Permit #5241 for:
Delicious Fiery Foods,
Hot Salsas

January, February & March

Bjorge Enterprises

Linda Bjorge
Wrangell 874-4166
Wholesale -- No
Permit #5242 for:
Woodcrafts & Handicrafts

Fantasy Fuchsia

Helga King
Wrangell 874-2650
Wholesale -- No
Permit #5243 for:
Alaska Grown Flowers

Hisit Glass Studio

Terry Leberman
Ketchikan 723-1588
Wholesale -- Yes
Permit #5244 for:
Lampworked Glass Beads,
Fused Glass Pendants,
Bracelets, Pins, Earrings,
Bolos, Bowls, Plates
And Crosses

EVC Enterprise

Evelyn Campbell
Palmer 373-0142
Wholesale -- No
Permit #5245 for:
Handpainted Cups, Saucers,
Planter, Bowls, Tureens,
Covered Dishes, Vases,
Lamps, Plaques And Other
Porcelain-China Objects.
Permit #5246 for:
Painting In Oils,
Watercolors, Pastels,
Tempera, Alkyds And Other
Mediums On Paper And
Canvas

Sandhill Meadows

Tackle & Gifts

Robert Jones
Ninilchik 567-3476
Wholesale -- No
Permit #5247 for:
Handcrafted Items

Lynda Chadwick

Lynda Chadwick
Wrangell 874-4440
Wholesale -- No
Permit #5248 for:
Handwoven Cedar Bark
Baskets

Don Pitcher Photography

Don Pitcher
Homer 235-2646
Wholesale -- Yes
Permit #5249 for:
Photographic Prints

Polar Fusion Products, LLC

Thomas Dolan
Wasilla 376-5735
Wholesale -- No
Permit #5250 for:
Reward And ECO-Block
Insulating Concrete Forms.
These Building Blocks Are
Made Out Of
Polystyrene Beads.

Grandma's Hope Notes, LLC

Nathanael Gregory
Anchor Point 235-1494
Wholesale -- Yes
Permit #5251 for:
Mossy Moose Alaska
Coloring & Activity Book

Blue Moon Pottery

Karen Blue
Juneau 462-4228
Wholesale -- No
Permit #5252 for:
Handmade Pottery

Laurine's

Laurine Maxwell
Kenai 283-5325
Wholesale -- Yes
Permit #5253 for:
Original Sculptural Art
Jewelry Inspired
By Alaskan Beauty
Permit #5254 for:
Handmade Silk Paper
Products: Vessels,
Cards, Wallhangings
And Table Runners.

dba: Alaskan Wooden Toys

Ed or Kathy Hansen
Juneau 586-6652
Wholesale -- Yes
Permit #5255 for:
Variety Of Wooden Toys
Including Boats, Planes,
Helicopters, Trains,
Cars And Trucks.

Adventure Travel Music

Andy Baker
Anchorage 274-0408
Wholesale -- Yes
Permit #5256 for:
Full Length CD Of Originals
Acoustic Rock Music
Entitled "Queenstown"

Adios Enterprises

Michael Kossman
Anchorage 223-5605
Wholesale -- No
Permit #5257 for:
Handcrafted Wood Item;
Baskets, Wine Servers,
Candle & Napkin Holders
Permit #5258 for:
Cedar Plant Hangers

JK Enterprise DBA Aqua-Photo

Jonnie Smith-Yager
Homer 399-3990
Wholesale -- Yes
Permit #5259 for:
Bottles Of Alaskan Water
With Colorful Alaska
Photographs On Labels

Northern Expression

Terri Pfister
Palmer 373-5739
Wholesale -- Yes
Permit #5260 for:
Alaskan Art Note Cards

Totem Equipment & Supply

Mike Huston
Anchorage 276-2858
Wholesale -- No
Permit #5261 for:
Self-Contained Indirect
Fired Heater Trailers

Hillyer Enterprises

Robert Jillyer
Juneau 789-5818
Wholesale -- Yes
Permit #5262 for:
Halibut Spears And Handles
Permit #5263 for:
Crab And Shrimp Pots



Little Alaska Flower Factory

Sue Fagan
Fairbanks 474-0213
Wholesale -- No
Permit #5264 for:
Alaska Prints & Notecards
Wholesale -- No
Permit #5265 for:
Photography

Alaskan Cotton Candy Creations

Jonah Bowers
Wasilla 373-1015
Wholesale -- No
Permit #5266 for:
Fresh Fluffy Cotton Candy
With The Most Extreme
Burst Of Flavor

Dowland-Bach Corporation

Steve Rawl
Anchorage 562-5818
Wholesale -- No
Permit #5267 for:
Industrial Control Panels
Permit #5268 for:
Wellhead Control Panels
Permit #5269 for:
Stainless Steel Fabrication

The Goodwood Company

Ralph Brodin
Girdwood 783-0005
Wholesale -- No
Permit #5270 for:
Custom Designed Wood Work,
Furniture, And Crafts

Log Cabin Luxuries II

Sharon Sisson
Wasilla 841-5346
Wholesale -- No
Permit #5271 for:
Quilted Potholders, Aprons,
Placemats, Veggie Bags,
Pot Grabbers, Baby & Wall
Quilts, Armchair Hanger
Bag Ladies, Table Runners,
Electric Covers For
Toaster, Mixers, Blender
And Much More
Permit #5272 for:
Homemade Fishing Lures For
Reds, Pinks, Silvers, Kings,
Trout, Grayling And Pike. All
Sizes, Colors And Weights.

More New Permit Holders...Welcome

Willow Lake Office Services & Web Design

Judith Termin
Copper Center 822-3827
Wholesale -- No
Permit #5273 for:
Web Pages

Silly Suds

Nancy Nordcinder
Wasilla 376-6978
Wholesale -- No
Permit #5274 for:
Individually Handcrafted
Melt And Pour Soap

Bradfield Bears

Kristine Thrift
Wrangell 874-3712
Wholesale -- Yes
Permit #5275 for:
Handcrafted
Alaskan Bears

The Perfect World

Liza Michaels
Anchorage 336-1325
Wholesale -- No
Permit #5276 for:
Crystal Earrings,
Bracelets & Necklaces

Arlene's Designs

Arlene Murphy
Wasilla 373-3300
Wholesale -- Yes
Permit #5277 for:
Handcrafted Rubber
Stamped Notecards
Permit #5278 for:
Pet Food And Supplies
Permit #5279 for:
Zipper Pulls And Wine
Glass Charms

"Picture This" Photo Mats

John Chapman
Juneau 463-3700
Wholesale -- Yes
Permit #5280 for:
A Creative New Way To
Display Your Photos!

A Fancy Dog

Debra McFail
Anchorage 562-5906
Wholesale -- No
Permit #5281 for:
Fancy Dog Accessories
& Beds

Alaska Humus Company

Wayne Lewis
Anchorage 258-1504
Wholesale -- Yes
Permit #5282 for:
Ultra Pure And Ultra
Organic Gardening Soil

Alaska In Oils

Debbie Pierce
Fairbanks 479-3926
Wholesale -- Yes
Permit #5283 for:
Handpainted Alaska
Scene Goldpans

Alaska Mini Mittens

Deejana Engle
Palmer 745-1255
Wholesale -- Yes
Permit #5284 for:
Miniature Sewn Mittens
With Fur And Decorations

Foxy's

Jackie Mazeikas
Haines 766-3895
Wholesale -- Yes
Permit #5285 for:
Dream Catchers
Permit #5286 for:
Fur Products
Permit #5287 for:
Jewelry
Permit #5289 for:
Clothing
Permit #5290 for:
Stuffed Animals

Sundog Films Alaska, inc.

Scott Sterling
Wasilla 376-8076
Wholesale -- No
Permit #5288 for:
Film Production
And Distribution

Icworm Gardens Organic Farms

Sara Lyle
Delta Junction 895-5333
Wholesale -- Yes
Permit #5291 for:
Organically Grown Fresh
Culinary & Medicinal
Herbs, Oils,
Teas & Salves

Alaska Earth Schences

Matthew Cruson
Anchorage 522-4664
Wholesale -- Yes
Permit #5292 for:
Shaded Relief Maps of
Various Areas in Alaska

Kenai Kayak Co.

Tom Wilkinson
Soldotna 260-5395
Wholesale -- No
Permit #5293 for:
17' Sea Kayaks

Photos by Michael Mahany

Michael S. Mahany
Anchorage 333-2278
Wholesale -- Yes
Permit #5294 for:
Screen Saver Slide Show
CD's Featuring Alaskan
Landscapes, Flora & Fauna.

Ketchikan Memories

William Kaes
Ketchikan 225-8562
Wholesale -- Yes
Permit #5295 for:
Matted & Shrink-wrapped
Photos Of The
Ketchikan Area

Northern Lights Handcrafted Gifts

Steven Lanker, Sr.
Metlakatla 886-4867
Wholesale -- Yes
Permit #5296 for:
Hand Engraved Or
Carved Key Chains
Permit #5297 for:
Woodcrafts
Permit #5298 for:
Suncatchers
Permit #5299 for:
Jewelry
Permit #5300 for:
Ulus

Starving Artist Studio

Nick Cooper
Nililchik 567-3348
Wholesale -- Yes
Permit #5301 for:
Original Oil Paintings & Prints
Permit #5302 for:
Sublimation Printed Products

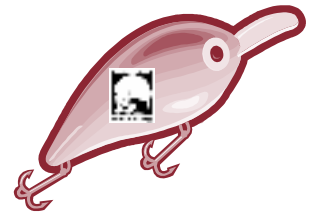
White Bear Traders

Gerald Wlodarek
Willow 495-3521
Wholesale -- Yes
Permit #5303 for:
Handcrafted Leather, Beaded
and Carved Items

Slim's Alaska Fishing Lures

Dan Cole
Homer 235-1961
Wholesale -- Yes
Permit #5304 for:
Handmade Fishing Lures
And Leaders Designed
Specifically For Fishing
In The Pacific Northwest

WELCOME NEW PERMIT HOLDERS





Label Order Form

Return this form to: Made In Alaska

741 East 13th Avenue

Anchorage, AK 99501-4621

Permit # _ _ _ _

Name:

Address:

City/Zip:

Make Checks Payable to: State of Alaska

Roll Labels (Stickers)	# of Rolls or Bags	Cost per Roll 1,000 or Bag 50	Amount Due \$
Large Black & White		\$15.00	
Large Gold & Black		\$15.00	
Large Silver & Black		\$15.00	
Black & White - Small		\$12.50	
Gold & Black - Small		\$12.50	
Silver & Black - Small		\$12.50	
Woven Cloth Labels sold 50 per bag			
Black		\$12.50	
Red		\$12.50	
Royal Blue		\$12.50	
Navy Blue		\$12.50	
Light Blue		\$12.50	
Light Pink		\$12.50	
Dark Pink		\$12.50	
Purple		\$12.50	
Yellow		\$12.50	
Forest Green		\$12.50	

Total Amount due with order

\$ _____

EVENTS CALENDAR UPDATE

The following events were late with their submittals and would like for you to add their events to the calendar of events:

Delta Chamber of Commerce's Deltana Fair will be held on August 15th-17th this year in Delta. Contact the Chamber at 895-5068 or email deltacc@alaska-highway.org/.

Palmer's Colony Days will be held on June 13, 14 & 15 this summer. About 1,000 people are expected. An 8' x 8' booth cost between \$50 & \$100. Electricity is available. Event is not juried. Call 745-2880.

Unalaska/Dutch Harbor is the location of the Aleutian Arts Council's Arts & Craft's Fair to be held on November 22nd. Call 581-1666 for rates and information.

Palmer's Colony Christmas will be held on December 12th & 13th. About 1,000 people are expected. A 7' x 8' booth will cost between \$75 & \$100. Electricity is available. Call 745-2880.

Let us know of any events offering the opportunity to sell Made In Alaska products that we have missed for inclusion in our next newsletter. Call Leeann at 272-5634.

BLATCHFORD APPOINTED COMMISSIONER

Governor Frank H. Murkowski on January 21st announced his appointment of Edgar Blatchford to serve as his Commissioner of Community and Economic Development. He also appointed Bill Noll of Anchorage as Deputy Commissioner and Margy Johnson of Cordova as Director of Trade and Business Development. All three appointees are current or former mayors. Blatchford and Noll both have served as mayor of Seward, while Johnson is in her third term as mayor of Cordova.

Made In Alaska is administered by the Department of Community and Economic Development.

ISBN PUBLISHER PREFIX

The International Standard Book Number is a 10-digit number that uniquely identifies books and book-like products published internationally. The purpose is to establish and identify one title from one specific publisher and is unique to that edition, allowing for more efficient marketing of products by bookseller, libraries, universities, wholesalers and distributors.

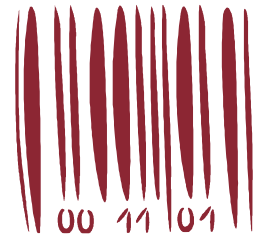
Every ISBN consists of ten digits and whenever it is printed it is preceded by the letters ISBN. The ten-digit number is divided into four parts of variable length, each part separated by a hyphen, i.e. **ISBN 0-442-27846-2**.

Cost of the ISBN numbers and their processing fees vary dependent on your selection of processing priority. Ten ISBNs (minimum) will cost \$239.95 for regular processing. Speedier processing can add \$75 to \$125 to your cost. For more information contact:

R.R. Bowker LLC
630 Central Avenue
New Providence, N.J. 07974
Phone (877) 310-7333
Email: isbn-san@bowker.com
Web site: <http://www.isbn.org>

Universal Product Codes (U.P.C.)

More and more retailers are requiring all products purchased for resale to have affixed the bar code system known as Universal Product Code or U.P.C. Each bar code identifies a unique product in a form that the scanner can read. This automatically rings the price, updates inventory records, compiles sales reports and often automatically reorders the products via the internet. If you are selling wholesale, consideration should be given to obtaining U.P.C. codes for each of your products.



In order for your company to print U.P.C. bar code symbols, your company will need to become a member of the Uniform Code Council, Inc. (UCC). When you become a member, your company will be assigned an identification number licensed for your company's use (UCC Company Prefix). You will use this number to create your own U.P.C.'s.

Cost to join for smaller companies is \$750.00 one time charge plus annual renewal fees of \$150.00. More information can be obtained by contacting:

You may join online using a credit card.

Universal Code Council, Inc.
1009 Lenox Drive, Suite 202
Lawrenceville, N.J. 08648
Phone (609) 620-0200
Email: info@uc-council.org
Web site: <http://www.uc-council.org>



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